



“Every day is a school day!”

“Curiosity – Dreams – Goals”

Dave Valentine MBE

Dundee SCILT Business Brunch

Wednesday 18 January 2017



Scotland
in
China

37 yrs Local Government

Economic Development

- Supporting businesses

- Inward investment

- Promotion of Angus

- Tourism

Environmental Health

Consumer protection



VALENTINE INTERNATIONAL
BUSINESS CONNECTIONS



VIBC LLP
Established 2012

Simpsons Golf Shop Ltd
Established 2013 (1883)



"Success is the **gradual realisation** of a **worthwhile** dream or goal"

curiosity – dreams – goals -curiosity – dreams – goals – curiosity – dreams – goals - curiosity – dreams – goals –
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Be curious – dream – set goals – just make sure it's what you want – not what I want!

China?

*Never thought what I'll
do later in life*

*Mandarin - never gave it
a second thought.....*

*I never dreamed I'd
ever go there*



*Visit China? What
with my Lancashire
dialect.....?*

*I had no idea what
was ahead. Me –
work with China!!!*

I'm curious...

Mandarin?

How much easier it would be if I could speak just a few words of Mandarin?



I don't know Mandarin but I'll practice making a few lines of my speeches in Mandarin and use a few chosen phrases

The trouble I go to in checking that my communication is clear and that I fully understand my Chinese partner

I'll make an effort to pronounce names correctly

Understanding the culture..

BUDDY ADLER PRESENTS
INGRID BERGMAN • CURT JURGENS • ROBERT DONAT

THE INN OF THE SIXTH HAPPINESS

with MICHAEL DAVID • ATHENE SEYLER • RONALD SQUIRE • MOULTRIE KELSALL • RICHARD WATTIS • PETER CHONG

COLOR by DE LUXE
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WRITTEN BY MARK ROBSON
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CASTING BY KIM BARRETT





ANGUS
SCOTLAND

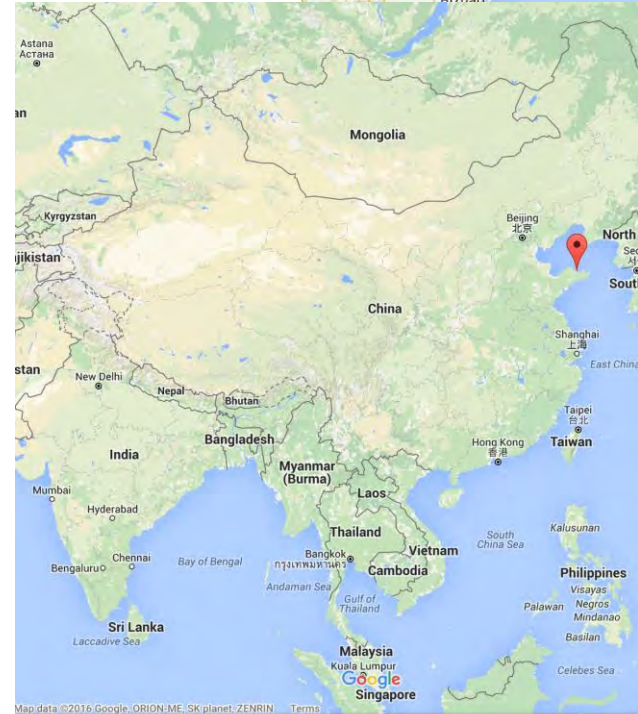


Angus
Angus

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YANTAI
CHINA



Yantai, Shandong
Yantai, Shandong, China



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CARNOUSTIE
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Twinned of castle and Great Wall

A historic agreement between China and Angus means that Glamis Castle has been twinned with the Great Wall of China.

The Great Wall, which is more than 2,000 years old and 4,000 miles long, is only twinned with one other tourist attraction - The Pyramids.

But the Chinese believe they have a lot in common with Glamis Castle in terms of restoration and conservation work.

The twinning agreement has resulted from Angus Council spending years forging links with China.

Both the council and the Chinese authorities believe they will benefit from the deal by sharing web links, ideas on heritage and expertise in conservation.

Tourist market

Angus Council's development officer Jane Clements said: "Obviously, we are hoping more Chinese visitors will come. "Not only visiting our tourist attractions, but companies and

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GLAMIS CASTLE



THE GREAT WALL

■ Chinese
SCOTTISH
Tartan



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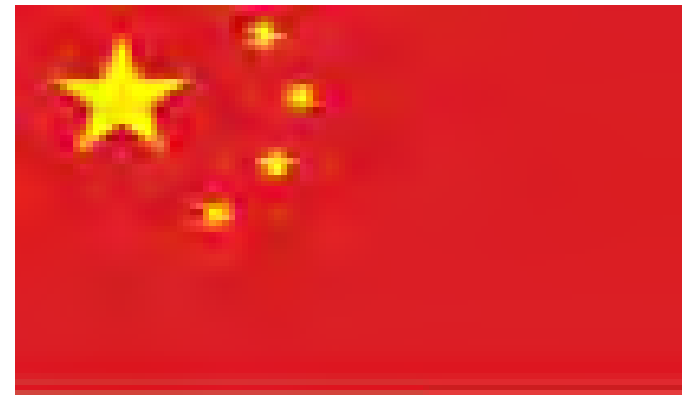


Angus
Ambassador
of the
Year



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Honorary
Citizen
of
Yantai







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DAVID VALENTINE MBE

大卫·瓦伦丁

CHAIRMAN AND MANAGING
DIRECTOR

董事长兼总经理

0

VALENTINE INTERNATIONAL BUSINESS
CONNECTIONS LLP

瓦伦丁国际商务咨询公司

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瓦伦丁 means Valentine (phonetic) but

A taste of "The Angus" set for China



Bottles of The Angus Whisky being collected at the Glencadam Distillery Brechin on Tuesday. Pictured are, from left - Douglas Fitchell distillery manager, Angus Provost Helen Oswald, Fong Yu, Yuet Yu and David Valentine.

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Hope Angus whisky will have China in its hand

By GRAEME STRACHAN, 9 October 2013 5.22pm.

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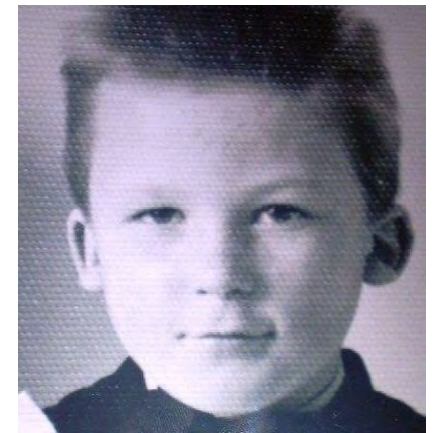


Yuet Yu and Provost Helen Oswald sample a drop of The Angus.

DC Thomson



Investiture of
David Valentine MBE
by HRH The Queen
on 2nd July 2013





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Recent and **Current** Projects

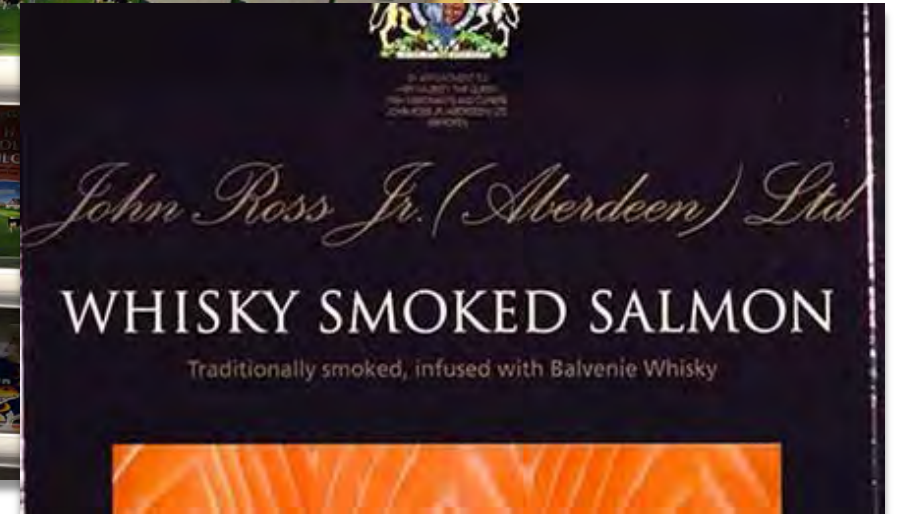
- ❑ Co- producing films
- ❑ Simpsons (Hickory)
- ❑ Arranging for VIP golf trips (to Scotland)
- ❑ Lochcarron (tartan and accessories)
- ❑ Peter Scott (Knitwear)
- ❑ Rainbow Stores (sourcing food and drink)
- ❑ E- commerce (sourcing internet based suppliers)



RAINBOW DEPARTMENT STORES



Huge demand for foreign products



Food at a premium

68 supermarkets

USING THEIR MOBILE PHONES THEY CAN ORDER THE PRODUCTS



Products on display

Products are displayed here and online for their gold club customers reaching millions of middle class people



Info on QR code

The price is roughly the same as in the UK – displayed for the customer to see



Try Yourself – scan the QR

Try scanning the QR code and see the product description on their website.



